

**UTAH CTE SKILL CERTIFICATION
PERFORMANCE EVALUATION
Introduction to Real Estate – TEST #411**

The performance evaluation is a required component of the skill certification process. Each student must be evaluated on the required performance objectives. Performance objectives may be completed and evaluated anytime during the course.

- Students should be aware of their progress throughout the course, so that they can concentrate on the objectives that need improvement.
- Students should be encouraged to repeat the objectives until they have performed at a minimum of 80% (moderately to highly skilled level).
- When a performance objective has been achieved at a minimum of 80% (moderately to highly skilled level), "Y" (Y=YES) is recorded on the performance summary evaluation form. If a student does not achieve 80% (moderately to highly skilled level), then "N" (N=NO) is recorded on the summary sheet for that objective.
- All performance objectives MUST be completed and evaluated prior to the written test.
- The teacher will bubble in "A" on the answer sheet for item #81 for students who have achieved "Y" on ALL performance objectives.
- The teacher will bubble in "B" on the answer sheet for item #81 for students who have ONE or more "N's" on the performance objectives.
- The signed summary evaluation sheet(s) MUST be kept in the teacher's file for two years.
- A copy is also kept on file with the school's CTE skills certification testing coordinator for two years.

Performance Objectives

- PO-01 _____ Identify local real estate values and market conditions.
PO-02 _____ Develop a workable master plan for the area student lives in.
PO-03 _____ Compare mortgage rates and fees.
PO-04 _____ Calculate qualification for a loan.
PO-05 _____ Apply the comparable appraisal process to understand value.
PO-06 _____ Calculate simple interest.
PO-07 _____ Calculate commission and splits with other agents and brokers.
PO-08 _____ Utilizing knowledge of advertising layout and guidelines create an advertisement or promotional tool to promote a specific property.

Students who achieve 80% (moderately to highly skilled) on ALL performance objectives and 80% on the written test will be issued a CTE skill certificate.

Please print clearly:

I, _____, certify that _____, who is a student at
(Teacher Name) (Student Name)

_____, has mastered each of the above performance objectives at an 80% or
(High School Name)

higher level.